

Message Text

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TAGS: BEXP, BU

SUBJECT: TRADE OPPORTUNITIES - REFRIGERATED CONTAINERS AND
AUTOMOBILE BATTERIES

VIENNA FOR EWTC

1. FOREIGN TRADE DEPARTMENT OF MINISTRY MACHINE BUILDING
AND METALLURGY HAS EXPRESSED INTEREST IN DEALING WITH
US FIRMS FOR FOLLOWING TWO PROJECTS. MR. KARASLAVOV OF
DEPARTMENT IS PERSON TO CONTACT FOR INTERESTED FIRMS.

A) REFRIGERATED CONTAINERS. MINISTRY IS VERY INTERESTED
IN INTRODUCING PRODUCTION OF REFRIGERATED CONTAINERS OF
1-A (40 FEET LONG) AND 1-C (20 FEET LONG) FOR ALL TYPES
TRANSPORT. PROJECT REQUIRES EQUIPMENT TECHNICAL AS-
SISTANCE AND KNOW-HOW FOR INITIAL OUTPUT 1000 UNITS
PER YEAR. MINISTRY HAS PREVIOUSLY NEGOTIATED FOR PRO-
JECT WITH FLOWAY BUT WITH NO RESULTS TO DATE. IT PRE-
FERS INDUSTRIAL COOPERATION AGREEMENT BUT WILL DISCUSS
LICENSING ARRANGEMENTS.

B) AUTOMOBILE BATTERIES. BULGARIA IS INTERESTED
IN LICENSE AGREEMENT FOR BATTERY PRODUCTION METHOD
WHICH WOULD ELIMINATE 25-30 PERCENT OF LEAD CONTENT
PRESENTLY REQUIRED. NO FURTHER DETAILS WERE GIVEN AT
TIME.
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